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=> s amlodipine or amlodipine(w)besylate
L1        7082 AMLODIPINE OR AMLODIPINE(W) BESYLATE

=> s hypertens? or (reduc? or lower?)(4a)hypertens? or antihypertens?
   2 FILES SEARCHED...
L2      674836 HYPERTENS? OR (REDUC? OR LOWER?)(4A) HYPERTENS? OR
ANTIHYPERTENS
               ?

=> s hyperlipid? or (lower? or reduc? or inhibit?)(4a)(lipid? or cholest?) or
hypolipid? or hypocholest?
   2 FILES SEARCHED...
   5 FILES SEARCHED...
L3      183805 HYPERLIPID? OR (LOWER? OR REDUC? OR INHIBIT?)(4A)(LIPID? OR
               CHOLEST?) OR HYPOLIPID? OR HYPOCHOLEST?

=> s atorvastatin or atorvastatin(3a)hemicalcium
L4        2378 ATORVASTATIN OR ATORVASTATIN(3A) HEMICALCIUM

=> s l1(s)l2
L5        2324 L1(S) L2

=> s l5(l)l3
L6         130 L5(L) L3

=> s l4(s)l3
L7         963 L4(S) L3

=> s l7(l)l2
L8         109 L7(L) L2
```

amlodipine L9

atorvastatin L10

=> d l9 ibib kwic 70-81

L9 ANSWER 70 OF 81 CAPLUS COPYRIGHT 2001 ACS
ACCESSION NUMBER: 1997:59518 CAPLUS
DOCUMENT NUMBER: 126:99107
TITLE: What, if anything, is controversial about calcium antagonists?
AUTHOR(S): Messerli, Franz H.
CORPORATE SOURCE: Dep. Internal Med., Ochsner Clinic and Alton Ochsner Med. Found., New Orleans, LA, USA
SOURCE: Am. J. Hypertens. (1996), 9(12, Pt. 2, Safety of Antihypertensive Therapy: A Series of Interactive Panels), 177S-181S
CODEN: AJHYE6; ISSN: 0895-7061
PUBLISHER: Elsevier
DOCUMENT TYPE: Journal
LANGUAGE: English

AB Recent publications purporting to show that calcium antagonists, when used for the treatment of hypertension or in the post myocardial infarction patient, would paradoxically increase the rate of heart attack and mortality have cast doubts on the safety and efficacy of this drug class. All three studies are retrospective, and have various drawbacks. Specifically, the meta-anal. of Furberg et al is fraught with mistakes, of borderline significance, and based on old data pertaining to short-acting nifedipine only (which should not be given in patients who have suffered an acute heart attack). The case control study of Psaty et al suggested that hypertensive patients who were treated with short-acting verapamil, diltiazem, and nifedipine had an excessive rate of myocardial infarction when compared with patients who were treated with diuretics. Two out of the three calcium antagonists that were used in this study were not approved for the treatment of hypertension by the US Food and Drug Administration. Some patients were taking these drugs only once a day whereas, because of their short duration of action, at least a three or four times daily regimen would be required to achieve an acceptable blood pressure control throughout a 24-h period. The cohort study of Pahor et al suggested distinct differences among various calcium antagonists with regard to survival. Blood pressure was controlled in <40% of all patients, and in some patients blood pressure was never even measured. Recent studies, such as the Prospective Randomized Amlodipine Survival Evaluation (PRAISE), the third Vasodilator-Heart Failure Trial (VHeFT-III), the second Doppler Flow and Echocardiog. in Functional Cardiac Insufficiency Assessment of Nisoldipine Therapy (DEFIANT II), the Angina Prognosis Study in Stockholm (APSIS), and the Shanghai Trial of Nifedipine in the Elderly (STONE), attest to the safety and efficacy of the newer long-acting calcium antagonists in patients with a wide spectrum of heart disease. Several ongoing trials including the **Antihypertensive** and **Lipid Lowering** Treatment to Prevent Heart Attack Trial (ALLHAT) with **amlodipine**, the International Nifedipine-GITS Study: Intervention as a Goal in **Hypertension** Treatment (INSIGHT) with nifedipine, the **Hypertension** Optimal Treatment study (HOT) with felodipine, the Systolic **Hypertension** in the Elderly in Europe Trial (SYST-EUR) with nicardipine, the Second Swedish Trial in Old Patients with **Hypertension** (STOP II) with felodipine, and Nordic Diltiazem Study (NORDIL) with diltiazem, will give us morbidity and mortality data in

patients with high blood pressure within the next few years. Until these results are available, we can be confident that the lowering of blood pressure and providing relief of patients with symptomatic angina can be achieved safely and efficiently with the presently available long-acting calcium antagonists.

L9 ANSWER 71 OF 81 PCTFULL COPYRIGHT 2001 MicroPatent
ACCESSION NUMBER: 1995024893 PCTFULL
TITLE (ENGLISH): DELIVERY SYSTEMS FOR HYDROPHOBIC DRUGS
TITLE (FRENCH): SYSTEMES D'ADMINISTRATION S'APPLIQUANT A DES MEDICAMENTS HYDROPHOBES
INVENTOR(S): LACY, Jonathan, Ernest; EMBLETON, Jonathan, Kenneth
PATENT ASSIGNEE(S): R.P. SCHERER LIMITED; LACY, Jonathan, Ernest; EMBLETON, Jonathan, Kenneth
LANGUAGE OF PUBL.: English
DOCUMENT TYPE: Patent
PATENT INFORMATION:

NUMBER	KIND	DATE
WO 9524893	A1	19950921

DESIGNATED STATES: AM AT AU BB BG BR BY CA CH CN CZ DE DK EE ES FI GB GE HU JP KE KG KP KR LR LT LU LV MD MG MN MW MX NL NO NZ PL PT RO RU SD SE SG SI SK TJ TT UA UZ VN KE MW SD SZ UG AT BE CH DE DK ES FR GB GR IE IT LU MC NL PT SE BF CG CI CM GA GN ML MR NE SN TD TG
APPLICATION INFO.: WO 1995-GB561 19950316
PRIORITY (ORIGINAL): GB 1994-9405304.8 19940316

DETD W092/10996 is concerned with improving the bioavailability of probucol, a serum **cholesterol lowering** agent. it proposes that the probucol be dissolved in a propylene glycol ester of fatty acids of the formula CXH2.02 wherein X is. . .

Amti-**hypertensive** agents: **amlodipine**, benidipine, darodipine, dilitazem HC1, diazoxide, felodipine, guanabenz acetate, isradipine, minoxidil, rdcardipine HC1, nifedipine, nimodipine, phenoxybenzamine HC1, prazosin HCL, reserpine, terazosin HCL.

L9 ANSWER 72 OF 81 CAPLUS COPYRIGHT 2001 ACS DUPLICATE 25
ACCESSION NUMBER: 1996:2114 CAPLUS
DOCUMENT NUMBER: 124:135111
TITLE: Relationship between body mass index (BMI) and changes in plasma total and HDL-cholesterol levels during treatment of hypertension in African patients
AUTHOR(S): Ahaneku, Joseph Eberendu; Agbedana, Olu Emmanuel; Taylor, Oladunni Grace
CORPORATE SOURCE: Teaching Hospital Nnewi, Nnamdi Azikiwe University, Nnewi, Nigeria
SOURCE: Acta Med. Okayama (1995), 49(5), 267-70
CODEN: AMOKAG; ISSN: 0386-300X
DOCUMENT TYPE: Journal
LANGUAGE: English
AB Eighty-one adult Nigerians with essential **hypertension** were randomly allocated to receive doxazosin, hydrochlorothiazide/amiloride, or

amlodipine. In each group, the patients were further classified as obese and non-obese, and total cholesterol as well as high d.lipoprotein (HDL) cholesterol was detd. before and after the 3-mo treatment period. The total **cholesterol** level was significantly **reduced** in the non-obese patients, but did not show any significant change in the obese patients after doxazosin therapy, indicating the beneficial effects of doxazosin therapy in non-obese patients. The levels of total cholesterol increased and HDL cholesterol decreased in both the obese and the non-obese patients after hydrochlorothiazide/amiloride therapy. Amlodipine treatment did not cause any significant change in the total and HDL cholesterol levels in both the obese and non-obese patients. These findings are worthy of consideration by clinicians and researchers when selecting the most appropriate drug for antihypertensive pharmacotherapy.

L9 ANSWER 73 OF 81 EMBASE COPYRIGHT 2001 ELSEVIER SCI. B.V.
ACCESSION NUMBER: 95232596 EMBASE
DOCUMENT NUMBER: 1995232596
TITLE: Lipoprotein pattern under antihypertensive therapy.
AUTHOR: Sabbour M.S.; Osman L.M.; El-Gamal S.A.; Youssef S.
CORPORATE SOURCE: Ain-Shams University, Dept of Medicine, 6 Kobbah Street,Heliopolis, Cairo, Egypt
SOURCE: European Journal of Internal Medicine, (1995) 6/1 (27-32). ISSN: 0953-6205 CODEN: EJIMEJ
COUNTRY: Italy
DOCUMENT TYPE: Journal; Article
FILE SEGMENT: 006 Internal Medicine
018 Cardiovascular Diseases and Cardiovascular Surgery
037 Drug Literature Index
LANGUAGE: English
SUMMARY LANGUAGE: English; French
AB . . . xipamide + triamterene and piretanide; three angiotensin-converting enzyme (ACE) inhibitors, quinapril, enalapril and benazapril, and two calcium antagonists isradipine and **amlodipine**, were administered to a total of 300 adult and elderly patients with mild and moderate **hypertension**, in a once daily dosing for 16 weeks. All proved effective in controlling **hypertension**, were well tolerated and showed no side effects. The diuretic showed minimal non-significant elevation of the total serum **cholesterol**; the ACE **inhibitors** showed a highly significant **lowering** of the total serum **cholesterol**, a highly significant elevation of HDL-C, and a very highly significant lowering of the 'Atherogenic index'; the serum lipids.

L9 ANSWER 74 OF 81 MEDLINE DUPLICATE 26
ACCESSION NUMBER: 95019044 MEDLINE
DOCUMENT NUMBER: 95019044
TITLE: Changes in lipid and lipoprotein values during a cross-over treatment of doxazosin, moduretic and amlodipine in hypertensive patients.
AUTHOR: Ahaneku J E; Taylor G O; Agbedana E O; Walker O; Salako L A
CORPORATE SOURCE: Department of Biochemistry and Cell Biology, National Institute of Health, Tokyo, Japan.

SOURCE: JPMA. JOURNAL OF THE PAKISTAN MEDICAL ASSOCIATION, (1994 Jul) 44 (7) 166-9.
Journal code: KGI. ISSN: 0030-9982.
PUB. COUNTRY: Pakistan
(CLINICAL TRIAL)
(CONTROLLED CLINICAL TRIAL)
Journal; Article; (JOURNAL ARTICLE)
LANGUAGE: English
ENTRY MONTH: 199501

AB A cross-over study, comparing the effects of doxazosin, moduretic and **amlodipine** on plasma lipid and lipoprotein levels in 9 **hypertensive** Nigerians aged 35 to 65 years is presented. Doxazosin therapy had favourable lipid changes characterized by a statistically significant **reduction** in total **cholesterol** (TC) at 6 months. Though consistent reduction was observed in total triglycerides (TG) low density lipoprotein cholesterol (LDL-C), very low. . . is against unfavourable increments in the mean values of TC, VLDLC, LDLC/HDLC and decrease in HDLC/TC during moduretic treatment phase. **Amlodipine** therapy did not alter the lipid and lipoprotein levels. The non-significant variation in the mean high density lipoprotein-cholesterol (HDLC) level observed with these agents, seem to suggest that HDL-cholesterol metabolism may be maintained during **antihypertensive** pharmacotherapy.

L9 ANSWER 75 OF 81 MEDLINE
ACCESSION NUMBER: 94304769 MEDLINE
DOCUMENT NUMBER: 94304769
TITLE: A long-term, double-blind, comparative study on quality of life during treatment with amlodipine or enalapril in mild or moderate hypertensive patients: a multicentre study.
AUTHOR: Omvik P; Thaulow E; Herland O B; Eide I; Midha R; Turner R R
CORPORATE SOURCE: Medical Department, Haukeland Hospital, Bergen, Norway.
SOURCE: BRITISH JOURNAL OF CLINICAL PRACTICE. SUPPLEMENT, (1994 May) 73 23-30.
Journal code: AVL. ISSN: 0262-8767.
PUB. COUNTRY: ENGLAND: United Kingdom
(CLINICAL TRIAL)
Journal; Article; (JOURNAL ARTICLE)
(MULTICENTER STUDY)
(RANDOMIZED CONTROLLED TRIAL)
LANGUAGE: English
ENTRY MONTH: 199410

AB The efficacy, tolerability and impact on quality of life of **amlodipine** and enalapril were compared in a multicentre, double-blind, general practice study in 461 mild and moderate **hypertensives** over a 50-week active treatment period. **Amlodipine** (5-10 mg, once daily) and enalapril (10-40 mg, once daily) were found to be similarly effective in lowering blood pressure while not adversely affecting quality-of-life parameters. However, 20% of the enalapril group compared with 11% of the **amlodipine** group required the addition of hydrochlorothiazide for blood pressure control (P < 0.01). Diastolic blood pressure was normalised or reduced by 10 mmHg in 204 (90%) patients on **amlodipine** and in 190 (85%) patients on enalapril. Side-effects were, in general, mild or of little clinical significance. The major side-effects recorded were class-typical of ACE

inhibitors and calcium antagonists, namely cough (enalapril) and oedema (**amlodipine**), respectively. Tolerability was very good, with only 17 patients (8 **amlodipine**, 4%; 9 enalapril, 4%) being withdrawn from the study due to side-effects definitely related to treatment. **Amlodipine** monotherapy produced a slightly beneficial effect on blood **lipid** concentration, and both drugs **reduced** the calculated 10-year risk of coronary heart disease. It was concluded that the calcium antagonist **amlodipine** compared favourably with the ACE inhibitor enalapril in terms of **antihypertensive** efficacy, tolerability and impact on quality of life.

L9 ANSWER 76 OF 81 EMBASE COPYRIGHT 2001 ELSEVIER SCI. B.V.
ACCESSION NUMBER: 94200736 EMBASE
DOCUMENT NUMBER: 1994200736
TITLE: A long-term, double-blind, comparative study on quality of life during treatment with amlodipine or enalapril in mild or moderate hypertensive patients: A multicentre study.
AUTHOR: Omvik P.; Thaulow E.; Herland O.B.; Eide I.; Midha R.; Turner R.R.
CORPORATE SOURCE: Department of Cardiology, Haukeland Hospital,Bergen, Norway
SOURCE: British Journal of Clinical Practice, (1994) 48/SUPPL. 73 (23-30).
ISSN: 0007-0947 CODEN: BJCPAT
COUNTRY: United Kingdom
DOCUMENT TYPE: Journal; Conference Article
FILE SEGMENT: 006 Internal Medicine
017 Public Health, Social Medicine and Epidemiology
018 Cardiovascular Diseases and Cardiovascular Surgery
037 Drug Literature Index
038 Adverse Reactions Titles
LANGUAGE: English
SUMMARY LANGUAGE: English
AB The efficacy, tolerability and impact on quality of life of **amlodipine** and enalapril were compared in a multicentre, double-blind, general practice study in 461 mild and moderate **hypertensives** over a 50-week active treatment period. **Amlodipine** (5-10 mg, once daily) and enalapril (10-40 mg, once daily) were found to be similarly effective in lowering blood pressure while not adversely affecting quality-of-life parameters. However, 20% of the enalapril group compared with 11% of the **amlodipine** group required the addition of hydrochlorothiazide for blood pressure control (P < 0.01). Diastolic blood pressure was normalised or reduced by 10 mmHg in 204 (90%) patients on **amlodipine** and in 190 (85%) patients on enalapril. Side-effects were, in general, mild or of little clinical significance. The major side-effects recorded were class-typical of ACE inhibitors and calcium antagonists, namely cough (enalapril) and oedema (**amlodipine**), respectively. Tolerability was very good, with only 17 patients (8 **amlodipine**, 4%; 9 enalapril, 4%) being withdrawn from the study due to side-effects definitely related to treatment. **Amlodipine** monotherapy produced a slightly beneficial effect on blood **lipid** concentration, and both drugs **reduced** the calculated 10-year risk of coronary heart disease. It was concluded that the calcium antagonist **amlodipine** compared favourably with the ACE inhibitor enalapril in terms of **antihypertensive** efficacy, tolerability and impact on quality of life.

L9 ANSWER 77 OF 81 BIOSIS COPYRIGHT 2001 BIOSIS
ACCESSION NUMBER: 1992:419013 BIOSIS
DOCUMENT NUMBER: BR43:63163
TITLE: THE CASE FOR CALCIUM ANTAGONISTS AS FIRST-LINE TREATMENT OF
HYPERTENSION.
AUTHOR(S): BUEHLER F R
CORPORATE SOURCE: DEP. RES., UNIVERSITY HOSP., CH-4031 BASEL, SWITZERLAND.
SOURCE: J. Hypertens., (1992) 10 (SUPPL 3), S17-S20.
CODEN: JOHYD3. ISSN: 0263-6352.
FILE SEGMENT: BR; OLD
LANGUAGE: English
IT Miscellaneous Descriptors
HUMAN NIFEDIPINE VERAPAMIL DILTIAZEM **AMLODIPINE** ENDOTHELIN **ANTIHYPERTENSIVE**-DRUG ANGIOTENSIN-CONVERTING ENZYME **INHIBITION** LIPOPROTEIN **CHOLESTEROL** ATHEROSCLEROSIS META-ANALYSIS

L9 ANSWER 78 OF 81 MEDLINE DUPLICATE 27
ACCESSION NUMBER: 91206428 MEDLINE
DOCUMENT NUMBER: 91206428
TITLE: Vascular injury: mechanisms and manifestations.
AUTHOR: Nayler W G
CORPORATE SOURCE: Department of Medicine, University of Melbourne, Austin Hospital, Heidelberg, Victoria, Australia.
SOURCE: AMERICAN JOURNAL OF MEDICINE, (1991 Apr 25) 90 (4B) 8S-13S.
Journal code: 3JU. ISSN: 0002-9343.
PUB. COUNTRY: United States
Journal; Article; (JOURNAL ARTICLE)
LANGUAGE: English
FILE SEGMENT: Abridged Index Medicus Journals; Priority Journals; Cancer Journals
ENTRY MONTH: 199107
AB . . . tissue necrosis. In the cardiovascular system this applies to the
vasculature and the myocardium alike. In the aged population, where **hypertension** is a known risk factor, manifestations of vascular injury include atherogenesis and stroke. The newly developed dihydropyridine-based calcium antagonist **amlodipine** was used in investigations to determine whether calcium antagonists with sustained activity, in addition to lowering blood pressure, slow the development of atherogenesis in rabbits receiving high **cholesterol** diets, or **reduce** mortality in stroke-prone **hypertensive** rats. To establish whether this drug protects the vasculature against excessive atheroma formation in the presence of high cholesterol intake, rabbits were given 2% cholesterol in addition to their normal food intake and either 0, 1, or 5 mg/kg/day **amlodipine** orally for either 8 or 12 weeks. One day after the conclusion of the treatment protocol, the thoracic aorta was excised, assayed for calcium or cholesterol concentrations, and stained to identify sudanophilic-positive lesions. **Amlodipine** caused a time- and dose-dependent reduction in lesion formation, calcium overload, and cholesterol level. In the second series of experiments, **amlodipine** (5 mg/kg/day) was added to the diets of stroke-prone **hypertensive** rats. Treatment was initiated at age 5 weeks and continued for 30 weeks. During the treatment period, systolic blood pressure was reduced in the **amlodipine**-treated rats (166 +/- 9 mm Hg) versus those treated with placebo (248 +/- 12 mm

Hg) (p less than 0.001). A significant reduction in mortality was observed in the **amlodipine**-treated rats (p less than 0.001), with 93% surviving versus only 26% in the placebo group at the end of the. . . calcium antagonists provide vascular protection in animal models. This finding may become increasingly important in the management of an aging **hypertensive** population.

L9 ANSWER 79 OF 81 BIOSIS COPYRIGHT 2001 BIOSIS
ACCESSION NUMBER: 1991:314982 BIOSIS
DOCUMENT NUMBER: BA92:25497
TITLE: VASCULAR INJURY MECHANISMS AND MANIFESTATIONS.
AUTHOR(S): NAYLER W G
CORPORATE SOURCE: DEP. MED., AUSTIN HOSP., HEIDELBERG, VICTORIA 3084, AUSTRALIA.
SOURCE: AM J MED, (1991) 90 (4 PART B), 4B-8S-4B-13S.
CODEN: AJMEAZ. ISSN: 0002-9343.
FILE SEGMENT: BA; OLD
LANGUAGE: English

AB. . . tissue necrosis. In the cardiovascular system this applies to the vasculature and the myocardium alike. In the aged population, where **hypertension** is a known risk factor, manifestations of vascular injury include atherogenesis and stroke. The newly developed dihydropyridine-based calcium antagonist **amlodipine** was used in investigations to determine whether calcium antagonists with sustained activity, in addition to lowering blood pressure, slow the development of atherogenesis in rabbits receiving high **cholesterol** diets, or **reduce** mortality in stroke-prone **hypertensive** rats. To establish whether this drug protects the vasculature against excessive atheroma formation in the presence of high cholesterol intake, rabbits were given 2% cholesterol in addition to their normal food intake and either 0, 1, or 5 mg/kg/day **amlodipine** orally for either 8 or 12 weeks. One day after the conclusion of the treatment protocol, the thoracic aorta was excised, assayed for calcium or cholesterol concentrations, and stained to identify sudanophilic-positive lesions. **Amlodipine** caused a time- and dose-dependent reduction in lesion formation, calcium overload, and cholesterol level. In the second series of experiments, **amlodipine** (5 mg/kg/day) was added to the diets of stroke-prone **hypertensive** rats. Treatment was initiated at age 5 weeks and continued for 30 weeks. During the treatment period, sysolic blood pressure was reduced in the **amlodipine**-treated rats (166 .+-. 9 mm Hg) versus those treated with placebo (248 .+-. 12 mm Hg) ($p < 0.001$). A significant reduction in mortality was observed in the **amlodipine**-treated rats ($p < 0.001$), with 93% surviving versus only 26% in the placebo group at the end of the 30-week. . . calcium antagonists provide vascular protection in animal models. This finding may become increasingly important in the management of an aging **hypertensive** population.

L9 ANSWER 80 OF 81 MEDLINE DUPLICATE 28
ACCESSION NUMBER: 91063385 MEDLINE
DOCUMENT NUMBER: 91063385
TITLE: Protecting the vasculature: an eye toward the future.
AUTHOR: Nayler W G; Gu X H
CORPORATE SOURCE: Department of Medicine, University of Melbourne, Austin Hospital, Heidelberg, Victoria, Australia..
SOURCE: AMERICAN JOURNAL OF CARDIOLOGY, (1990 Nov 20) 66 (18)

23H-27H.
Journal code: 3DQ. ISSN: 0002-9149.
PUB. COUNTRY: United States
Journal; Article; (JOURNAL ARTICLE)
LANGUAGE: English
FILE SEGMENT: Abridged Index Medicus Journals; Priority Journals
ENTRY MONTH: 199103
AB . . . in the management of patients with angina pectoris, they are now used in the management of other cardiovascular disorders, including **hypertension**. More recently, the calcium antagonists have been under investigation for their potential protective role in atherosclerosis. Coupled with these new possibilities for therapeutic use are the development of new, long-acting, tissue-specific calcium antagonists. **Amlodipine** belongs to this group, and although it is a dihydropyridine-based calcium antagonist, its pharmacologic profile differs from that of other. . . receptor binding, different rates of association and dissociation, and differences in allosteric interaction with the diltiazem and verapamil binding sites. **Amlodipine**, when given orally to rabbits receiving a high-**cholesterol** diet, **reduces** atheroma formation. Evidence of its ability to protect the vasculature is provided by its ability to significantly increase (p less than 0.001) survival in stroke-prone **hypertensive** rats.

L9 ANSWER 81 OF 81 MEDLINE DUPLICATE 29
ACCESSION NUMBER: 89150031 MEDLINE
DOCUMENT NUMBER: 89150031
TITLE: Safety and efficacy of amlodipine added to hydrochlorothiazide therapy in essential hypertension.
AUTHOR: Glasser S P; Chrysant S G; Graves J; Rofman B; Koehn D K
CORPORATE SOURCE: Division of Cardiology, University of South Florida College
of Medicine, Tampa 33612..
SOURCE: AMERICAN JOURNAL OF HYPERTENSION, (1989 Mar) 2 (3 Pt 1) 154-7.
Journal code: AJI. ISSN: 0895-7061.
PUB. COUNTRY: United States
(CLINICAL TRIAL)
Journal; Article; (JOURNAL ARTICLE)
(MULTICENTER STUDY)
(RANDOMIZED CONTROLLED TRIAL)
LANGUAGE: English
FILE SEGMENT: Priority Journals
ENTRY MONTH: 198906
AB We compared **amlodipine**, a dihydropyridine calcium antagonist, to placebo as add-on therapy to hydrochlorothiazide in 91 **hypertensive** patients inadequately controlled on hydrochlorothiazide (50 mg/d for four weeks). This was a double-blind, randomized, multicenter, parallel group-trial; 45 patients received placebo and 46 received **amlodipine** in doses of 2.5 to 10 mg qd (mean 9 mg/d). Supine blood pressure systolic/diastolic, mean +/- SE mm Hg). . . by 14.2 +/- 2.3/11.7 +/- 1, compared to placebo, 4.5 +/- 2.7/5
+/- 1.2. Standing blood pressure was similarly reduced: **amlodipine** by 14 +/- 2.7/12.5 +/- 1.2; placebo by 3 +/- 2.1/5.8 +/- 1.2. This reduction in blood pressure was attained without any significant changes in pulse rate, EKG, and serum **lipids** (triglycerides were **reduced** in the **amlodipine** group by 42.9 mg/dL, P = .023). Only two patients had side effects requiring discontinuation from

the study (both in the **amlodipine** group). Side effects occurred in 27 **amlodipine**-treated patients (11 with peripheral edema) and 18 patients in the placebo (three with peripheral edema) group. Investigator's assessment of therapeutic effect and tolerability, and the percent of responders v nonresponders was also in favor of **amlodipine**. Thus **amlodipine** administered once daily is an effective and safe agent for second-step therapy in mild to moderate essential **hypertension**.

=> d ibib kwic 91-97

L10 ANSWER 91 OF 97 PCTFULL COPYRIGHT 2001 MicroPatent
ACCESSION NUMBER: 1998031366 PCTFULL
TITLE (ENGLISH): METHOD FOR TREATING ATHEROSCLEROSIS WITH AN MPT INHIBITOR AND
CHOLESTEROL LOWERING DRUGS
TITLE (FRENCH): METHODE DE TRAITEMENT DE L'ATHEROSCLEROSE A L'AIDE D'UN
INHIBITEUR DE MPT ET DE MEDICAMENTS REDUISANT LE CHOLESTEROL
INVENTOR(S): BEHOUNEK, Bruce, D.; MCGOVERN, Mark, E.; BELDER, Rene
PATENT ASSIGNEE(S): BRISTOL-MYERS SQUIBB COMPANY
LANGUAGE OF PUBL.: English
LANGUAGE OF FILING: English
DOCUMENT TYPE: Patent
PATENT INFORMATION:

NUMBER	KIND	DATE
WO 9831366	A1	19980723

DESIGNATED STATES: AL AM AT AU AZ BB BG BR BY CA CH CN CZ DE DK EE ES FI GB GE HU IL IS JP KE KG KP KR KZ LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK TJ TM TR TT UA UG UZ VN GH GM KE LS MW SD SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN ML MR NE SN TD TG

APPLICATION INFO.:	WO 1998-US524	19980112
PRIORITY (ORIGINAL):	US 1997-60/035592	19970117

DETD . . . to risk
factors such as hypercholesterolemia, mixed hyperlipidemia, hyperlipoproteinemia, hypertriglyceridemia, coronary heart disease (CHD), coronary artery disease (CAD), family history of coronary artery disease, **hypertension**, diabetes, cigarette smoking, cerebrovascular disease and/or male gender.

. . .
at least 5.2 mmol/liter (at least
200 mg/dl). The patients may also have other risk factors for atherosclerotic coronary artery disease such as **hypertension**, previous myocardial infarction, smoker and the like, with or without hypercholesterolemia or elevated cholesterol.

CLM 33. The method as defined in Claim 3 wherein the MTP inhibitor is BMS 201,038, employed alone or with a **cholesterol lowering** drug which is pravastatin, simvastatin, lovastatin, **atorvastatin**, fluvastatin or cerivastatin.

. . .
one or more risk factors which
includes hypercholesterolemia, mixed hyperlipidemia, hyperlipoproteinemia, hypertriglyceridemia, coronary heart disease, coronary artery disease, family history of coronary artery disease, **hypertension**, diabetes, cigarette smoking, cerebrovascular disease and/or male gender.

L10 ANSWER 92 OF 97 PCTFULL COPYRIGHT 2001 MicroPatent
ACCESSION NUMBER: 1998001119 PCTFULL
TITLE (ENGLISH): PHARMACEUTICAL COMPOSITIONS
TITLE (FRENCH): COMPOSITIONS PHARMACEUTIQUES
INVENTOR(S): MITCHEL, Yale, B.; TOBERT, Jonathan, A.
PATENT ASSIGNEE(S): MERCK & CO., INC.
LANGUAGE OF PUBL.: English
DOCUMENT TYPE: Patent
PATENT INFORMATION:

	NUMBER	KIND	DATE
	WO 9801119	A2	19980115

DESIGNATED STATES: AL AM AU AZ BB BG BR BY CA CN CZ EE GE HU IL IS JP KG KR KZ LK LR LT LV MD MG MK MN MX NO NZ PL RO RU SG SI SK SL TJ TM TR TT UA US UZ VN YU GH KE LS MW SD SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN ML MR NE SN TD TG

APPLICATION INFO.:	WO 1997-US10867	19970703
PRIORITY (ORIGINAL):	US 1996-60/021420	19960709
	GB 1996-9617898.3	19960828
	US 1996-60/029351	19961031

DETD . . . apo B or reagents to
precipitate LDL. It is usually performed once every two weeks in this population with about a 70% **reduction** in LDL
cholesterol immediately
after the procedure, with levels returning to baseline at one week post-treatment. Both treatment options are associated with considerable morbidity and are in limited supply. More recently, a second-generation HMG-CoA reductase inhibitor, **atorvastatin**, has been shown
to be useful for treating HFH.

. . .
were eligible. Major exclusion
criteria were myocardial infarction or a coronary revascularization procedure within the past 6 months, acute coronary insufficiency, uncontrolled systemic **hypertension**, secondary
hypercholesterolemia,
diabetes mellitus, serum creatinine >1.6 mg/dI, underlying hepatic disease (or elevations of liver transaminases above the normal limit), creatme kinase >. . .

L10 ANSWER 93 OF 97 BIOSIS COPYRIGHT 2001 BIOSIS DUPLICATE 7
ACCESSION NUMBER: 1999:5826 BIOSIS
DOCUMENT NUMBER: PREV199900005826
TITLE: Current peripheral occlusive arteriopathy therapy.
AUTHOR(S): Valles, R. (1); Rodriguez, G. (1); Juarez, J. C.; Garcia, M. (1)
CORPORATE SOURCE: (1) Serv. Farm., Consorci Hospitalari, Parc Tauli, Sabadell
Spain
SOURCE: Farmacia Clinica, (July-Aug., 1998) Vol. 15, No. 6, pp. 336-341.
ISSN: 0212-6583.
DOCUMENT TYPE: Article
LANGUAGE: Spanish
SUMMARY LANGUAGE: Spanish; English

AB. . . Present treatment of this disease pursues a number of different strategies: control and prevention of risk factors (smoking, obesity, diabetes, **hypertension**, etc.); hyperlipemia treatment; application of drugs with rheological properties (thrombolytics, platelet aggregation inhibitors) and in certain cases surgery. **Atorvastatin** has recently come on the market in Spain as a **lipid-lowering** drug, along with alprostadil for the treatment of this disease. In this study we carry out a review of the. . .

L10 ANSWER 94 OF 97 MEDLINE DUPLICATE 8
ACCESSION NUMBER: 1998209873 MEDLINE
DOCUMENT NUMBER: 98209873
TITLE: Profiling risk and new therapeutic interventions: looking ahead.
AUTHOR: Shepherd J
CORPORATE SOURCE: Department of Pathological Biochemistry, Institute of Biochemistry, Royal Infirmary, University of Glasgow, Scotland, United Kingdom.
SOURCE: AMERICAN JOURNAL OF MEDICINE, (1998 Feb 23) 104 (2A) 19S-22S. Ref: 09
Journal code: 3JU. ISSN: 0002-9343.
PUB. COUNTRY: United States
Journal; Article; (JOURNAL ARTICLE)
General Review; (REVIEW)
(REVIEW, TUTORIAL)
LANGUAGE: English
FILE SEGMENT: Abridged Index Medicus Journals; Priority Journals; Cancer Journals
ENTRY MONTH: 199806
ENTRY WEEK: 19980604
AB The benefits of **cholesterol lowering** for primary and secondary prevention of coronary artery disease (CAD) have been well established. However, to accurately assess a patient's. . . must also evaluate other factors in assessing a patient's risk profile. These include smoking, weight, family history of CAD, age, **hypertension**, and others. Absolute risk, rather than relative risk, can then be determined. Although LDL cholesterol may be the most potent. . . therapy for the reduction of elevated levels of LDL cholesterol. All statins are effective in achieving some level of LDL **cholesterol lowering**. However, **atorvastatin**, which was recently introduced in the United States, has greater efficacy at maximal dosage in **lowering** LDL **cholesterol**, and also has a more beneficial effect on elevated levels of triglycerides, than other statins.

L10 ANSWER 95 OF 97 CAPLUS COPYRIGHT 2001 ACS
ACCESSION NUMBER: 1998:274083 CAPLUS
DOCUMENT NUMBER: 129:22780
TITLE: Profiling risk and new therapeutic interventions: looking ahead
AUTHOR(S): Shepherd, James
CORPORATE SOURCE: Department of Pathological Biochemistry, Institute of Biochemistry, Royal Infirmary, University of Glasgow, Glasgow, G4 054, UK
SOURCE: Am. J. Med. (1998), 104(2A), 19S-22S
CODEN: AJMEAZ; ISSN: 0002-9343
PUBLISHER: Excerpta Medica, Inc.
DOCUMENT TYPE: Journal; General Review

LANGUAGE: English

AB A review with 9 refs. The benefits of cholesterol lowering for primary and secondary prevention of coronary artery disease (CAD) have been well established. However, to accurately assess a patient's risk for CAD, clinicians must be aware of their patients' specific levels of low-d. lipoprotein (LDL) cholesterol, high-d. lipoprotein (HDL) cholesterol, and triglycerides, and not just total serum cholesterol. Clinicians must also evaluate other factors in assessing a patient's risk profile. These include smoking, wt., family history of CAD, age, **hypertension**, and others. Abs. risk, rather than relative risk, can then be detd. Although LDL cholesterol may be the most potent predictor of risk, triglycerides are also an important indicator of CAD risk. Currently, 3-hydroxy-3-methylglutaryl CoA (HMG-CoA) reductase inhibitors ("statins") are first-line therapy for the redn. of elevated levels of LDL cholesterol. All statins are effective in achieving some level of LDL cholesterol lowering. However, **atorvastatin**, which was recently introduced in the United States, has greater efficacy at maximal dosage in **lowering** LDL **cholesterol**, and also has a more beneficial effect on elevated levels of triglycerides, than other statins.

L10 ANSWER 96 OF 97 PCTFULL COPYRIGHT 2001 MicroPatent

ACCESSION NUMBER: 1997028149 PCTFULL

TITLE (ENGLISH): METHOD FOR RAISING HDL CHOLESTEROL LEVELS

TITLE (FRENCH): PROCEDE POUR AUGMENTER LES NIVEAUX DE CHOLESTEROL HDL

INVENTOR(S): LEIBOWITZ, Mark, D.; BERGER, Joel, P.; MOLLER, David, E.; AUWERX, Johan; BERGER, Gregory, D.

PATENT ASSIGNEE(S): MERCK & CO., INC.; LEIBOWITZ, Mark, D.; BERGER, Joel, P.; MOLLER, David, E.; AUWERX, Johan; BERGER, Gregory, D.

LANGUAGE OF PUBL.: English

DOCUMENT TYPE: Patent

PATENT INFORMATION:

	NUMBER	KIND	DATE
	WO 9728149	A1	19970807
DESIGNATED STATES:	AL AM AU AZ BA BB BG BR BY CA CN CU CZ EE GE HU IL IS JP KG KR KZ LC LK LV MD MG MK MN MX NO NZ PL RO RU SG SI SK TJ TM TR TT UA US UZ VN KE LS SZ UG AM AZ BY KG KZ MD RU TJ TM AT BE CH DE DK ES FI FR GB GR IE IT LU PT SE BF BJ CF CG CI CM GA GN ML MR NE SN TD TG		
APPLICATION INFO.:	WO 1997-US1808		19970131
PRIORITY (ORIGINAL):	US 1996-60/011093		19960202
	US 1996-60/011094		19960202
	US 1996-60/011080		19960202
	US 1996-60/011025		19960202
	GB 1996-9604231.2		19960228
	GB 1996-9604232.0		19960228
	GB 1996-9604233.8		19960228
	GB 1996-9604234.6		19960228
	US 1996-60/034435		19961223
	US 1996-60/034433		19961223
	US 1996-60/034434		19961223
	US 1996-60/034432		19961223

DETD . . . known to the average physician practicing in the relevant

fields of medicine. Such known risk factors include but are not limited to **hypertension**, smoking, diabetes, low levels of high density lipoprotein cholesterol, high levels of low density lipoprotein cholesterol, and a family history of atherosclerotic. . . ,

The PPAR5 agonist is preferably administered with a **cholesterol** biosynthesis **inhibitor**, particularly an HMG-CoA reductase inhibitor. The term HMG-CoA reductase inhibitor is intended to include all pharmaceutically acceptable salt, ester, free acid and lactone forms. . . simvastatin (ZOCOR@; see US Patent No. 4,444,784), pravastatin sodium (PRAVACHOL@; see US Patent No. 4,346,227), fluvastatin sodium (LESCOL@; see US Patent No. 5,354,772), **atorvastatin** calcium (LIPITOR@; see US Patent No. 5,273,995) and rivastatin (also known as cerivastatin; see US Patent No. 5,177,080). The structural formulas of these. . . and additional HMG-CoA reductase inhibitors that may be used in the instant methods are described at page 87 of M. Yalpani, "**Cholesterol Lowering** Drugs", Chemistry & Industry, pp. 85-89 (5 February 1996). Preferably, the HMG-CoA reductase inhibitor is selected from lovastatin and simvastatin.

L10 ANSWER 97 OF 97 PCTFULL COPYRIGHT 2001 MicroPatent

ACCESSION NUMBER:	1997016184 PCTFULL
TITLE (ENGLISH):	METHOD AND PHARMACEUTICAL COMPOSITION FOR REGULATING LIPID CONCENTRATION
TITLE (FRENCH):	PROCEDE ET COMPOSITION PHARMACEUTIQUE VISANT A REGULER LA CONCENTRATION LIPIDIQUE
INVENTOR(S):	BOCAN, Thomas, M., A.
PATENT ASSIGNEE(S):	WARNER-LAMBERT COMPANY; BOCAN, Thomas, M., A.
LANGUAGE OF PUBL.:	English
DOCUMENT TYPE:	Patent
PATENT INFORMATION:	

NUMBER	KIND	DATE
WO 9716184	A1	19970509

DESIGNATED STATES:	AL AU BB BG BR CA CN CZ EE GE HU IL IS JP KE KR LK LR LS LT LV MG MK MN NO NZ PL RO SD SG SI SK TR TT UA UG US UZ VN AM AZ BY KG KZ MD RU TJ TM CH DE DK ES FI FR GB GR IE IT LU MC NL PT SE
APPLICATION INFO.:	WO 1996-US15854 19961002
PRIORITY (ORIGINAL):	US 1995-60/006155 19951102

DETD angina pectoris, coronary artery disease (CAD), **hypertension**, cerebrovascular accidents, transient ischemic attacks, chronic obstructive pulmonary disease, chronic hypoxic lung disease, pulmonary **hypertension**, renal **hypertension**, chronic renal disease, microvascular complications of diabetes, and vaso-occlusive complications of sickle cell anemia.

Relative to the untreated, cholesterol-fed control, plasma total cholesterol levels were unchanged by 2,6-bis(1-methylethyl)phenyl[[2,4,6-tris(1-methylethyl)phenyl]acetyl]sulfamate but reduced 43% and 67% with **atorvastatin** and 2,6-bis(1-methylethyl)-phenyl[[2,4,6-tris(1-methylethyl)phenyllacetyll-sulfamate + **atorvastatin**, respectively. Associated with the changes in plasma total cholesterol were marked alterations in the plasma lipoprotein distribution. 2,6-Bis(1-methylethyl)phenyl[[2,4,6-tris(1-methylethyl)phenyllacetyl]sulfamate **reduced** % VLDL-**cholesterol** (VLDL-C) and increased % LDL-cholesterol (LDL-C); **atorvastatin** had limited effect; and upon combination treatment % VLDL-C and % LDL-C were **reduced**, and % HDL-**cholesterol** was increased.

CLM 15. A method of preventing and/or treating diseases associated with endothelial dysfunction selected from: angina pectoris, myocardial infarctions, coronary artery disease, **hypertension**, cerebrovascular accidents, transient ischemic attacks, chronic obstructive pulmonary disease, chronic hypoxic lung disease, pulmonary **hypertension**, renal **hypertension**, chronic renal disease, microvascular complications of diabetes, and vaso-occlusive complications of sickle cell anemia which comprises administering to a mammal in preventing coagulation of. . .

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SHOW FILES
File 155:MEDLINE(R) 1966-2000/Dec W4
         (c) format only 2000 Dialog Corporation
File   5:Biosis Previews(R) 1969-2001/Mar W3
         (c) 2001 BIOSIS
File   9:Business & Industry(R) Jul/1994-2001/Mar 27
         (c) 2001 Resp. DB Svcs.
File  15:ABI/Inform(R) 1971-2001/Mar 27
         (c) 2001 Bell & Howell
File  16:Gale Group PROMT(R) 1990-2001/Mar 27
         (c) 2001 The Gale Group
File  42:PHARMACEUTICAL NEWS INDEX 1974-2001/Mar W3
         (c) 2001 Bell & Howell
File  43:Health News Daily 1990-2001/Mar 15
         (c) 2001 F-D-C reports Inc.
?
?
?DS

Set     Items   Description
S1       1910   (HYDROXYATORVASTATIN? OR ATROVASTATIN? OR CI(W)981 OR CI981
             OR  LIPITOR? OR YM(W)548 OR YM548)
S2       4669   (AMLODIPIN? OR ISTIN? OR  NORVASC? OR UK(W)48 OR UK48)
S3        376   S1 AND S2
S4        312   RD (unique items)
S5        225   S4 AND (HYPERTENSION OR HYPERLIPIDEM? OR ANGINA OR PECTORI?
             OR HEART OR CARDI? OR ATHEROSC? OR ARTERIES OR ARTERY OR CAR-
            OTID? OR ARTERIAL OR ANTIHYPER? OR ANTIANGI? OR ANTIATHERO?)
S6        225   S1(S)S2
S7        142   S6 AND S5
S8         13   S7 NOT (PY=2000 OR PY=2001 OR PY=1999 OR PY=1998)
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?
?SET HILIGHT ON
HILIGHT set on as ' '
?
?
?T S8/3 AB/1-13
>>>No matching display code(s) found in file(s): 43

 8/AB/1     (Item 1 from file: 9)
DIALOG(R)File   9:Business & Industry(R)
(c) 2001 Resp. DB Svcs. All rts. reserv.

02032174
Bursting with innovation
(Research-based pharmaceutical companies will invest $18.9 bil in 1997;
 Novartis ranks in top place by research & development expenditures for
 heath care)
Med Ad News, v 16, n 12, p 52+
December 1997
DOCUMENT TYPE: Journal; Ranking; Industry Overview  ISSN: 0745-0907  (
United States)
LANGUAGE: English  RECORD TYPE: Fulltext
WORD COUNT:  3403

ABSTRACT:
Twice as many innovative new medicines were approved in 1996 as in 1995.
About 45% of the new drugs approved by federal regulators in 1996 were the
first of their kind. For new molecular entities alone, 53 received
marketing clearance in 1996. Research-based pharmaceutical companies will
invest $18.9 bil in 1997, an increase of 11.5% from 1996, according to Med
Ad News. About $15 bil of this research and development investment will be
spent in the US. Among the innovative drugs approved in 1996, analysts have
identified six blockbusters with sales potential of $500 mil or more. The
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top company ranked by 1996 global healthcare research & development expenditures, was Novartis Group, with $1,966.9 bil, followed by Johnson & Johnson with $1,905.0 mil and Glaxo Wellcome Plc with $1,811.2 mil. Financial analysts say the therapeutic categories that will produce blockbuster drugs (products will sales of more than $500 mil) by 2000 will be those medicines that treat cardiovascular disorders, central nervous system disorders, bacterial infections, cancer, gastrointestinal disorders, respiratory disorders, hematological disorders, and high cholesterol. According to analysts, emerging therapeutic categories will include osteoporosis, antiviral and immunotherapeutic. Member companies of Pharmaceutical Research and Manufacturers of America will spend $943 mil for genomic research in 1997. Full text provides an overview of drug developments for 1996 through the present. Full text ranks the top 50 companies by research & development expenses for healthcare products.

8/AB/2 (Item 2 from file: 9)
DIALOG(R)File 9:Business & Industry(R)

01967567
1997 HCI Mid-Year Advertising Review
(Tables show the top 25 most heavily advertised medical/surgical products, the top 25 medical/surgical advertisers and spending for the top 25 medical/surgical product types for 1995-1997)
Medical Marketing & Media, v 32, n 9, p 58+
September 1997
DOCUMENT TYPE: Journal ISSN: 0025-7354 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 2368

ABSTRACT:
The most heavily advertised medical/surgical products in 1997 were, respectively, Lipitor Tablets from Pfizer/Parke Davis, Levaquin Pharm from Ortho-McNeil and Covera-HS Tablets from Searle Pharmaceuticals. In 1997 Lipitor accounted for 1.87% of advertising spending on medical/surgical products, Levaquin Pharm accounted for 1.8% and Covera-HS accounted for 1.73%. The top medical/surgical advertisers by expenditure were Novarits Inc, Pfizer Laboratories and Merck. Novartis accounted for 7.55% of medical/surgical advertising spending in 1997, Pfizer accounted for 5.98% and Merck accounted for 5.49%. In 1997, 9.72% of advertising spending on medical/surgical products was for calcium blocking agents. Other antihypertensives accounted for 6.62% of advertising spending and cholesterol reducing drugs accounted for 4.66%. The full text has three tables showing the top 25 most heavily advertised medical/surgical products, the top 25 medical/surgical advertisers by expenditure and spending for the top 25 medical/surgical product types. Data is presented for 1995-1997.

8/AB/3 (Item 3 from file: 9)
DIALOG(R)File 9:Business & Industry(R)

01966511
Pfizer Inc.: Part 2 of 2
(An outline of Pfizer Inc's strategic moves made between 8/15/96 and 8/15/97, a list of major healthcare products and pharmaceutical products in development are provided)
Med Ad News, v 16, n 9, p 146+
September 1997
DOCUMENT TYPE: Journal; Company Overview ISSN: 0745-0907 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1819

ABSTRACT:
Part 2 of this business review of Pfizer Inc provides an outline of the strategic moves made by the company between 8/15/96 and 8/15/97. Also provided is a list of the major healthcare products marketed by the company and the pharmaceutical products now in development.

8/AB/4 (Item 4 from file: 9)
DIALOG(R)File 9:Business & Industry(R)

01918681
Pfizer Escalating New Drug Marketing Efforts Globally
(Pfizer & Co begun reinforcing its marketing capability by expanding its number of specialist medical representatives in the US market)
Japan Chemical Week, p 01
August 14, 1997
DOCUMENT TYPE: Journal ISSN: 0047-1755 (Japan)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 238

8/AB/5 (Item 5 from file: 9)
DIALOG(R)File 9:Business & Industry(R)

01890668
A Singular Path to Global Power
(Pfizer is expanding as others consolidate sales forces; Dr Henry A McKinnell, new manager of single worldwide group, is profiled)
Pharmaceutical Executive, v 17, n 7, p 40+
July 1997
DOCUMENT TYPE: Journal; Executive Overview ISSN: 0279-6570 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 4060

ABSTRACT:
Pfizer has been expanding as others consolidated sales forces. Dr Henry A McKinnell recently assumed a new management position. He is president of a single worldwide group. Pfizer initiatives include the new Pfizer Health Solutions business, the Anaderm Research 'cosmeceutical' alliance, launch of a comarketing plan with Warner-Lambert for the drug Lipitor , and a similar relationshp with Eisai for the Alzheimer's medicine Aricept. Despite its use of the phrase 'disease management,' it stops short of offering comprehensive, total-care packages that some firms have launched through separate businesses. Its worldwide rollout of Lipitor and Aricept, and the future launches of a new-generation antibiotic, an anti-arrhythmic, and an antipsychotic, as well as treatments for male impotence and migraines, all remain on target for possible market launches before 1999. Pfizer also plans development of further indications for existing products Zoloft, Zithromax and Norvasc and is pursuing over 100 discovery projects in over 17 therapeutic areas while supporting over 150 research partnerships.

8/AB/6 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01473049 01-24037
A singular path to global power: Dr. Henry McKinnell of Pfizer
Koberstein, Wayne
Pharmaceutical Executive v17n7 PP: 40-54 Jul 1997 ISSN: 0279-6570
JRNL CODE: PHX

WORD COUNT: 7250

ABSTRACT: From the outside, Pfizer may seem conservative and opaque, much like the Manhattan skyscraper that houses its headquarters, but inside, its true boldness and complexity come to light. Henry A. McKinnell, a 26-year Pfizer veteran, recently assumed a new and highly visible management position, president of Pfizer's single, world-wide group. In an interview, McKinnell explains the motivation and effects of the transformation of the company from its separate domestic and foreign pharmaceutical organizations into a single group on the company and its customers. McKinnell also reveals the reasons for, and inner workings of, several other Pfizer initiatives. Those include the new Pfizer Health Solutions business, the Anaderm Research cosmoceutical alliance, and the launch of a comarketing with Warner-Lambert for the cholesterol-lowering drug Lipitor .

8/AB/7 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)

05403604 Supplier Number: 55676269
Pfizer Inc.
Krajnak, Mark
Med Ad News, v16, n9, p146
Sept, 1997
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 4745

8/AB/8 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)

05403572 Supplier Number: 55676236
Best year ever.
Engel, Styli
Med Ad News, v16, n9, p3
Sept, 1997
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 4408

8/AB/9 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)

05109859 Supplier Number: 47802290
A Singular Path to Global Power, Part 1
Koberstein, Wayne
Pharmaceutical Executive, p40
July, 1997
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1625

8/AB/10 (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)

05041226 Supplier Number: 47400545
Pfizer Announces Support for 18,000-Patient Cardiovascular Clinical Trial

In UK and Scandinavia
PR Newswire, p0520NYTU107
May 20, 1997
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 703

8/AB/11 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)

04969476 Supplier Number: 47301330
Pfizer Inc Reports Sales Increase of 12 Percent As Net Income Increases By 16 Percent for First Quarter
PR Newswire, p0415NYTU107
April 15, 1997
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 5216

8/AB/12 (Item 1 from file: 43)
DIALOG(R)File 43:Health News Daily

00027816 F-D-C Accession Number 03090990025
Health News Daily -- May 22, 1997
Volume 9, Issue 99

RESEARCH: Pfizer's Norvasc

MANUFACTURER: ACE ; Pfizer ; Warner Lambert

8/AB/13 (Item 2 from file: 43)
DIALOG(R)File 43:Health News Daily

00026029 F-D-C Accession Number 03082460003
Health News Daily -- December 19, 1996
Volume 8, Issue 246

Merck's Zocor market share is 19.9% as of October, according to IMS data presented by company; firm plans to "match" atorvastatin promotional effort.

MANUFACTURER: Bayer ; Bristol Myers Squibb ; IMS America ; MERCK ; Pfizer ; U S/Canada Human Health
?
?
?T S8/KWIC/1-13

8/KWIC/1 (Item 1 from file: 9)
DIALOG(R)File 9:

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:
...will sales of more than $500 mil) by 2000 will be those medicines that treat cardiovascular disorders, central nervous system disorders, bacterial infections, cancer, gastrointestinal disorders, respiratory disorders, hematological disorders, and...

TEXT:

...and Co. for treating pancreatic cancer; Hycamtin, marketed by SmithKline Beecham for treating ovarian cancer; Lipitor , marketed by Warner-Lambert Co. and Pfizer Inc. for reducing cholesterol; Retavase, marketed by Boehringer...

...is marketed by Teva Marion Partners as the first noninterferon agent for treating multiple sclerosis; Lipitor , marketed by Warner-Lambert and Pfizer as the first in a new class of cholesterol...

...activities are still worth the effort, as many unique compounds such as Losec/ Prilosec, Prozac, Norvasc , Epogen, Neupogen, Augmentin, Sandimmune/Neoral, Zovirax, and Claritin are making more than $1 billion a year. A recent example that proves research and development is worth the effort is Lipitor , developed by Warner-Lambert Co. and the Japanese company Sankyo Company Ltd. This cholesterol reducer...

...launches in U.S. history and a billion-dollar drug (see page 57).

Interestingly enough, Lipitor is expected to be a blockbuster, but not without the help of Pfizer Inc., ...with sales of more than $500 million) by 2000 will be those medicines that treat cardiovascular disorders, central nervous system disorders, bacterial infections, cancer, gastrointestinal disorders, respiratory disorders, hematological disorders, and high cholesterol. Although the cardiovascular market will still contain the most blockbusters, the category's share of blockbuster sales is ...

...in the gastrointestinal and anti-infective categories, according to Lehman Brothers Inc., an investment bank.

Cardiovascular blockbusters accounted for ...Brothers analysts estimate. By 2000, just 13% of the top-selling prescription drugs will be cardiovascular agents.

Antibiotics accounted for 14% of all blockbuster sales in 1994, but will account for...

...way diseases are viewed and defined. No longer will the words cancer or arthritis or hypertension , for example, be enough to describe a disease. In the future, say analysts, diseases are...

...with sales of more than $500 million by 2000, will be those medicines that treat cardiovascular disorders, central nervous system disorders, bacterial infections, cancer, gastric disorders, respiratory disorders, and high cholesterol...be for...

* acne

* AIDS-related dementia

* AIDS vaccination

* allergies

* Alzheimer's disease

* amyotrophic lateral sclerosis

* angina

* anxiety

* asthma
* bacterial infections

* benign prostatic hypertrophy

* burns

* cachexia

* cancers

B-cell lymphoma

brain tumor...

...non-Hodgkin's lymphoma

non-small cell lung

ovarian

pancreatic
prostate

renal cell

* cholesterol

* coronary artery bypass graft

* coronary ischemia

* cystic fibrosis

* cytomegalovirus infection

* deep vein thrombosis

* depression

* diabetic neuropathy

* emphysema
* epilepsy

* glaucoma

* hemorrhagic shock

* hepatitis B; hepatitis C

* herpes

* HIV infection

* Huntington's disease

* hypertension

* hypogonadism in men

* imaging

* incontinence
* infections

* influenza

* menopausal symptoms

* migraine

* multi-drug-resistant cancer

* multiple...

...insulin-dependent diabetes

* organ transplant rejection

* osteoporosis

* Parkinson's disease

* Pneumocystis carinii pneumonia
* psoriasis

* pulmonary hypertension

* red blood cell stimulation

* respiratory distress syndrome

* rheumatoid arthritis

* schizophrenia

* septic shock

* severe pain

* sleep...

8/KWIC/2 (Item 2 from file: 9)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:
The most heavily advertised medical/surgical products in 1997 were, respectively, Lipitor Tablets from Pfizer/Parke Davis, Levaquin Pharm from Ortho-McNeil and Covera-HS Tablets from Searle Pharmaceuticals. In 1997 Lipitor accounted for 1.87% of advertising spending on medical/surgical products, Levaquin Pharm accounted for...

...9.72% of advertising spending on medical/surgical products was for calcium blocking agents. Other antihypertensives accounted for 6.62% of advertising spending and cholesterol reducing drugs accounted for 4.66...

TEXT:
...percent of the total. Three of the top five products in 1997 were new entries: Lipitor (in first place) which is being jointly promoted by Pfizer/Parke-Davis, Levaquin (second place...

...25 in spending for the first half of both years -- but which lost position -- are Norvasc , which slipped from fifth to sixth, and Tiazac, which fell from number two to seven after each cut spending by approximately 35 percent. Others losing ground were Fosamax (to 9th), Cardizem CD (to 12th), Zoloft (to 14th), PriLosec (to 15th), and Zyrtec (to 23rd).

Established products...

...25 MOST HEAVILY ADVERTISED MEDICAL/SURGICAL PRODUCTS, 1997

Product name	Company	Rank 1997	1996	1995
Lipitor Tablets	Pfizer/Parke Davis	1	--	--
Levaquin Pharm	Ortho-McNeil	2	--	--
Covera-HS Tablets	Searle Pharmaceuticals	3	44	--
Aricept	Pfizer Laboratories	4	--	--
Coza/Hyzar/Cozaar+	Merck	5	1	--
Norvasc	Pfizer Laboratories	6	5	3
Tiazac Capsules	Forest Pharmaceuticals Inc.	7	2	--
Allegra Capsules Inc...				
...Ultram Tablets	Ortho Pharm & McNeil Pharm	10	15	41
Accolate/Oral Group	Zeneca Pharmaceuticals	11	--	--
Cardizem CD	Hoechst Marion Roussel	12	4	1
Diovan Capsules	Novartis Inc	13	--	--
Zoloft	Roerig	14...		

...51 62

Product name	% Share of Market 1997	1996	1995	% Change 97/96	96/95
Lipitor Tablets	1.87	--	--	--	--
Levaquin Pharm	1.80	--	--	--	--
Covera-HS Tablets	1.73	0.53	--	275.09	--
Aricept	1.67	--	--	--	--
Coza/Hyzar/Cozaar+	1.63	2.88	--	-34.38	--
Norvasc	1.55	1.62	1.73	10.68	26.69
Tiazac Capsules	1.52	2...			
...1.44	1.06	0.63	57.78	127.78	
Accolate/Oral Group	1.43	--	--	--	--
Cardizem CD	1.42	2.23	2.81	-26.32	7.13
Diovan Capsules	1.33...Pfizer/Parke-Davis (16th), a cooperative effort for the promotion of the new cholesterol reducer, Lipitor ; Knoll (17th), following the launch of Tarka, an antihypertensive combination; Parke-Davis (19th), which spent heavily on Rezulin, a new oral diabetic agent, and...				

...for 9.7 percent of total spending. New products like Diovan, Lexxel, and Tarka moved antihypertensives , other, into second place with a 6.6 percent share. A 100-percent increase inRank

Company	1997	1996	1995
Calcium Blocking Agents	1	1	1
Antihypertensives Other	2	3	19
Choles Reducers/Rx	3	10	10
Antiarthritics Systemic	4	2	2...

...96/95					
Calcium Blocking Agents	9.72	12.01	10.63	-6.28	52.78
Antihypertensives Other	6.62	4.73	1.32	61.96	382.96
Choles Reducers/Rx	4...				

...PRODUCT NAMES: Cardiovascular agents (283427

8/KWIC/3 (Item 3 from file: 9)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...to develop and market Sampatrilat. Sampatrilat is a novel compound for the treatment of essential hypertension and congestive heart failure. The compound incorporates, in a single substance, two different but complementary modes of activity...

...Namic is the world's leading manufacturer of kits and accessories used during minimally invasive cardiological and radiological procedures. Corvita develops and manufactures synthetic vascular grafts and a self-expanding stent...

...Unasyn Oral, Vibramycin, Zithromax, and Zithromax Z-Pak

Anti-inflammatories

* Feldene, Feldene FDDF, and Flucam

Cardiovascular agents
* Cardura, Cardura XL, Lipitor , Minipress, Minipress XL/Alpress, Norvasc , Procardia, and Procardia XL

Central nervous system agents

* Aricept, Atarax/Vistaril, Navane, Sinequan, and Zoloft...

...release formulation of Cardura, is awaiting approval for the treatment of benign prostatic hypertrophy and hypertension . Cardura is indicated for treating benign prostatic hypertrophy and hypertension .

* Diflucan (fiuconazole) is under U.S. review as a therapy for onychomycosis. A new drug...

...candidiasis urinary tract infections, periotonitis, systemic candidiasis infections, cryptococcal meningitis, and bone marrow transplant prophylaxis.

* Norvasc (amlodipine) is awaiting approval as a therapy for congestive heart failure. The once-daily calcium channel blocker already is marketed for the treatment of hypertension and chronic stable angina .
* Trovan (trovafloxacin), a quinolone antibiotic, is awaiting worldwide approval as a broad-spectrum treatment for...neuropathy.

* Candoxatril is in U.S. Phase III clinical trials as a therapy for congestlye heart failure.

* Cartilage/Autologous Cells are in late-stage development for treating pediatric vesicoureteral reflux and...

...infections. Xelide (dofetilide) has completed U.S. Phase III trials for controlling various types of cardiac arrhythmias. Pfizer expects file for approval in 1998.

Discontinued trials

* E5 was in Phase III...

...III trials in Japan. The product was approved in February 1997 in the United Kingdom.

* Lipitor (atorvastatin) was approved in the United States Feb. 18, 1997, as a therapy for treating elevated cholesterol and triglycerides. Pfizer is promoting the product with Lipitor 's developer, Warner-Lambert Co.

* Zithromax (azithromycin) was approved Jan. 30, 1997, for treating patients...

8/KWIC/4 (Item 4 from file: 9)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...U.S. drug maker has already revealed plans to escalate global marketing activities for its Lipitor cholesterol-controlling drug and Aricept anti-Alzheimer's disease drug.

Over the last four years...

...U. S. Its Zoloft antidepressant, approved for panic disorder, has been well received, and its Lipitor has been selling far better than expected owing to a successful sales promotion campaign with Warner-Lambert Co. Moreover, Pfizer's Norvasc is the top-selling antihypertensive in the U.S. market. ...

8/KWIC/5 (Item 5 from file: 9)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:
...Anaderm Research 'cosmeceutical' alliance, launch of a comarketing plan with Warner-Lambert for the drug Lipitor , and a similar relationshp with Eisai for the Alzheimer's medicine Aricept. Despite its use...

...total-care packages that some firms have launched through separate businesses. Its worldwide rollout of Lipitor and Aricept, and the future launches of a new-generation antibiotic, an anti-arrhythmic, and...

...before 1999. Pfizer also plans development of further indications for existing products Zoloft, Zithromax and Norvasc and is pursuing over 100 discovery projects in over 17 therapeutic areas while supporting over...

TEXT:
...Research "cosmeceutical" alliance, launch of a comarketing with Warner-Lambert for the cholesterol-lowering drug Lipitor (atorvastatin), and a similar relationship with Eisai for the Alzheimer's medicine Aficept (donepezil).

He...

...on the purely product level, Pfizer continues to prosper. Long-lived standard-bearers such as cardiovascular Procardia XL (nifedipine GITS), anti-inflammatory Feldene (piroxicam), and antifungal Diflucan (fluconazole) lead the pack. Two major calcium channel blockers, the older Procardia XL and more recent Norvasc (amlodipine), account for almost $2.8 billion in sales. Norvasc sales climbed 42 percent last year, and Pfizer held on to its leading market position despite outside studies associating calcium channel blockers with increased morbidity and mortality in chronic heart failure.

"One would hope that the results of a number of studies that have been...

...six product launches in the United States between 1990 and 1996, the first four were Norvasc , antibiotic Zithromax (azithromycin), antidepressant Zoloft (sertraline), and antihistamine Zyrtec (cetirizine). McKinnell estimates that 1996 worldwide...

...products accounted for about $3.9 billion in revenue to the company.

Recent launches include Lipitor and Aricept, both of which result from codevelopment and comarketing agreements. The company reports no...

...clearly counts on them for substantial income growth in the future. (See "Advantageous Allies.")

In Lipitor , McKinnell says, "We have a product that provides truly dramatic effects on key lipid parameters...

...reduce both elevated LDL cholesterol and triglycerides in patients with high cholesterol. In clinical studies, Lipitor lowered LDL by 34 percent to 60 percent when administered once daily across its dosage...The epidemiology is now clear that reducing LDL cholesterol levels improves a factor that affects cardiovascular risk."

Granting that the market for lipid-lowering agents offers stiff competition, McKinnell nevertheless exudes confidence in Lipitor 's prospects. "It will not be easy. But with the combined sales forces of Parke...

...Pfizer around the world, we think that we will do very well. After 14 weeks, Lipitor moved into second place in new U.S. prescriptions in the cholesterol-lowering category, with...

...product launch ever. The added benefit to us is that we also market other excellent cardiovascular products. For example, just as Lipitor is effective in most cases at the starting dose, so is Norvasc for hypertension and angina . So Pfizer's sales forces are offering Lipitor and Norvasc , which result in an effective copromotion of two cardiovascular products."

Aricept, discovered by and copromoted with Eisai, ironically pits Pfizer against its Lipitor partner, Warner-Lambert's Parke-Davis. It competes with P-D's Cognex (tactine) in...

...and education in cooperation with the Alzheimer's organization. We have similar ongoing programs involving cardiovascular medicine, diabetes, and a number of other areas."
Pfizer also offers such "disease-management" packages...opportunities this opens up."

LAUNCH TICKET

PRODUCT	CLASS/INDICATION	ACTUAL/ESTIMATED NDA FILING DATES	COMMENTS
Lipitor	Cholesterol-lowering agent	Launched	--
Aricept	Alzheimer's treatment	Launched	--
Trovan	Broad-spectrum quinolone antibiotic	1996...	

...well known, is a significant risk factor for many other conditions such as diabetes and hypertension . Lastly, the starting dose is an effective dose: thus Zeldox, unlike some other products, will...

...for its next goal--seven new product launches in three years. The worldwide rollout of Lipitor and Aricept, and the future anticipated launches of a new-generation antibiotic, an anti-arrhythmic...

...possible market launches before 1999.
Pfizer also plans development of further indications for existing products Norvasc , Zithromax, and Zoloft. In addition, it is pursuing more than 100 discovery projects in more...

8/KWIC/6 (Item 1 from file: 15)

...ABSTRACT: alliance, and the launch of a comarketing with Warner-Lambert for the cholesterol-lowering drug Lipitor .
...TEXT: Anaderm Research "cosmeceutical" alliance, launch of a comarketing with Warner-Lambert for the cholesterollowering drug Lipitor (atorvastatin), and a similar relationship with Eisai for the Alzheimer's medicine Aricept (donepezil).

He...

... on the purely product level, Pfizer continues to prosper. Long-lived standard-bearers such as cardiovascular Procardia XL (nifedipine GITS) , antiinflammatory Feldene (piroxicam), and antifungal Diflucan (fluconazole) lead the pack. Two major calcium channel blockers, the older Procardia XL and more recent Norvasc (amlodipine), account for almost $2.8 billion in sales. Norvasc sales climbed 42 percent last year, and Pfizer held on to its leading market position despite outside studies associating calcium channel blockers with increased morbidity and mortality in chronic heart failure.

"One would hope that the results of a number of studies that have been...
... six product launches in the United States between 1990 and 1996, the first four were Norvasc , antibiotic Zithromax (azithromycin), antidepressant Zoloft (sertraline), and antihistamine Zyrtec (cetirizine). McKinnell estimates that 1996 worldwide...

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... reduce both elevated LDL cholesterol and triglycerides in patients with high cholesterol. In clinical studies, Lipitor lowered LDL by 34 percent to 60 percent when administered once daily across its dosage...The epidemiology is now clear that reducing LDL cholesterol levels improves a factor that affects cardiovascular risk."
Granting that the market for lipid-lowering agents offers stiff competition, McKinnell nevertheless exudes confidence in Lipitor 's prospects. "It will not be easy. But with the combined sales forces of Parke...

... Pfizer around the world, we think that we will do very well. After 14 weeks, Lipitor moved into second place in new U.S. prescriptions in the cholesterol-lowering category, with...

... product launch ever. The added benefit to us is that we also market other excellent cardiovascular products. For example, just as Lipitor is effective in most cases at the starting dose, so is Norvasc for hypertension and angina . So Pfizer's sales forces are offering Lipitor and Norvasc , which result in an effective copromotion of two cardiovascular products."

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...possible market launches before 1999.

Pfizer also plans development of further indications for existing products Norvasc , Zithromax, and Zoloft. In addition, it is pursuing more than 100 discovery projects in more...just business sense, he says.

"Helping others and contributing to our society is at the heart of the Pfizer culture. I have a special interest in two areas, and they are... venture Anaderm, formed last fall; plus comarketing agreements with Warner-Lambert, for the anticholesterol agent Lipitor (atorvastatin), and Eisai, for the Alzheimer's treatment Aricept (donepezill

ANADERM brings together Pfizer, Oncogene...

8/KWIC/7 (Item 1 from file: 16)

... launching innovative drugs. The company supplies medicines that treat diseases in six major therapeutic areas: cardiovascular disease, infectious diseases, central nervous system disorders, diabetes, allergies, and arthritis. The company also is...

...perform strongly, accounting for more than two-thirds of total pharmaceutical sales. Six Pfizer drugs -- Norvasc , Zoloft, Procardia/Procardia XL, Diflucan, Zithromax, and Cardura -- generated sales in excess of $500 million...

...intra-abdominal infections, and gynecological infections generated sales of $326 million in 1996. Three products, Norvasc , Zoloft, and Procardia XL each exceeded $1 billion in sales in 1996.

Norvasc , a calcium channel blocker for treating hypertension and angina , became the best-selling drug in Pfizer's history with sales reaching $1.8 billion in 1996. This cardiovascular product, which was named brand of the year by Med Ad News' editors in 1997...

...and steady blood levels that provide consistent around-the-clock control of blood pressure and angina with excellent toleration. Norvasc also is safe for patients with concomitant conditions, such as diabetes and asthma. With a U.S. patent expiration date of 2007, Pfizer expects Norvasc to continue shouldering the bulk of the cardiovascular load.

Norvasc is on a course of tremendous growth. Analysts predict that the brand will generate worldwide...

...from 1998); and $4.1 billion by 2000 (an increase of 17.8% from 1999).

Norvasc is now the largest-selling calcium channel blocker and second-largest selling cardiovascular medicine in the world, following Merck & Co. Inc.'s Vasotec, which is indicated for the treatment of hypertension , symptomatic congestive heart failure, and left ventricular dysfunction.

Zoloft, Pfizer's second-best selling drug, which is still...XL is now in its eighth year on the market, the drug remains a leading cardiovascular product in the United States, with 1996 U.S. sales of $1.01 billion. Procardia XL is indicated for the treatment of vasospastic angina , chronic stable angina , and hypertension . Procardia XL is a line extension of Procardia, which is indicated for the treatment of vasospastic angina and chronic stable angina . Procardia XL's sales have started to decline, as the product has begun to lose market share to Norvasc .

Analysts predict Procardia XL's sales will decrease by 17.5% in 1997, falling to...
...selling alpha blocker in the world, after Abbott Laboratories' Hytrin.
Cardura is indicated for treating hypertension and benign prostatic hypertrophy. Treatment of benign prostatic hypertrophy is a new indication that was...

...officials attribute the gain in sales to increasing recognition of Cardura as a first-line hypertension treatment. Analysts predict sales will continue to grow, reaching $664 million in 1997, $797 million...

...expanding endovascular stent grafts and synthetic vascular grafts used in the treatment of severely diseased arteries , was acquired in June 1996. Cortizone, an anti-itching product, and Hemorid, a hemorrhoid treatment...acquisitions like Cortizone.
Pfizer has launched several new products, which are flourishing. Pfizer expanded its cardiovascular product line in February 1997 with the launch of Lipitor . Lipitor is a therapy for treating elevated cholesterol and triglycerides. Lipitor was discovered and developed by Parke-Davis, a division of Warner-Lambert Co.
Pfizer and Warner-Lambert signed an agreement to jointly promote and continue the development of Lipitor in the United States and international markets The U.S. launch of Lipitor was one of the most successful product launches ever, attaining a 20.7% market share by July. As of July 1997, Lipitor enjoyed more than 25% of all new prescriptions in the third-party payer market and is only 4% behind the market leader, Merck's Zocor. Analysts predict Lipitor will challenge Zocor for this top spot before the year is out.
Another joint promotion...to develop and market Sampatrilat. Sampatrilat is a novel compound for the treatment of essential hypertension and congestive heart failure. The compound incorporates, in a single substance, two different but complementary modes of activity...

...Namic is the world's leading manufacturer of kits and accessories used during minimally invasive cardiological and radiological procedures. Corvita develops and manufactures synthetic vascular grafts and a self-expanding stent...

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...Unasyn Oral, Vibramycin, Zithromax, and Zithromax Z-Pak
Anti-inflammatories
* Feldene, Feldene FDDF, and Flucam
Cardiovascular agents
* Cardura, Cardura XL, Lipitor , Minipress, Minipress XL/Alpress, Norvasc , Procardia, and Procardia XL
Central nervous system agents
* Aricept, Atarax/Vistaril, Navane, Sinequan, and Zoloft...

8/KWIC/8 (Item 2 from file: 16)
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... worth the effort, according to analysts, as many unique compounds such as Losec/Prilosec, Prozac, Norvasc , Epogen, Neupogen , Augmentin, Sandimmune/Neoral, Zovirax, Claritin are making more than $1 billion a year ...

...recent example that proves research and development is worth the effort is the newly launched Lipitor , developed by Warner-Lambert and the Japanese company Sankyo Co. Ltd. This unique cholesterol reducer...

...the most successful launch in U.S. history and a billion-dollar drug.
Interestingly enough, Lipitor is expected to be a blockbuster (see Warner-Lambert profile on page 212), but not...well. Among the drugs that have been successfully reformulated are Procardia XL, Lodine XL, and Cardizem CD and Cardizem SR.
Petitioning the Food and Drug Administration and Congress can work. As it has worked...

...cost-effectiveness of their products. For example, the cholesterol-reducing drugs (Zocor, Pravachol, Lescol, and Lipitor) have had tremendous success, with new prescriptions surging 24% (eight times the rate of the...
...associated with use, but are cost-effective compared with traditional therapies. The newest market entrant, Lipitor , has had a phenomenal launch, capturing more than 26% of the new prescription market, while...

8/KWIC/9 (Item 3 from file: 16)
DIALOG(R)File 16:(c) 2001 The Gale Group. All rts. reserv.

... Research "cosmeceutical" alliance, launch of a comarketing with Warner-Lambert for the cholesterol-lowering drug Lipitor (atorvastatin), and a similar relationship with Eisai for the Alzheimer's medicine Aricept (donepezil).
He...

...on the purely product level, Pfizer continues to prosper. Long-lived standard-bearers such as cardiovascular Procardia XL (nifedipine GITS), anti-inflammatory Feldene (piroxicam), and antifungal Diflucan (fluconazole) lead the pack. Two major calcium channel blockers, the older Procardia XL and more recent Norvasc (amlodipine), account for almost $2.8 billion in sales. Norvasc sales climbed 42 percent last year, and Pfizer held on to its leading market position despite outside studies associating calcium channel blockers with increased morbidity and mortality in chronic heart failure.

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In Lipitor , McKinnell says, "We have a product that provides truly dramatic effects on key lipid parameters...

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...The epidemiology is now clear that reducing LDL cholesterol levels improves a factor that affects cardiovascular risk."
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...Pfizer around the world, we think that we will do very well. After 14 weeks, Lipitor moved into second place in new U.S. prescriptions in the cholesterol-lowering category, with...

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Pfizer also offers such "disease-management" packages...

8/KWIC/10 (Item 4 from file: 16)
DIALOG(R)File 16:(c) 2001 The Gale Group. All rts. reserv.

(USE FORMAT 7 FOR FULLTEXT)
Pfizer Announces Support for 18,000-Patient Cardiovascular Clinical Trial In UK and Scandinavia
TEXT:
ASCOT Will Feature Norvasc for Hypertension and Lipitor for High Cholesterol
... will be the prime sponsor of a major European clinical trial that will compare newer antihypertensive medications -- including Pfizer's Norvasc -- with older therapies. The goal will be to show reduced rates of heart attacks and strokes with new drugs that control blood pressure.
One of the largest hypertension studies ever undertaken, the five-year Anglo-Scandinavian Cardiac Outcomes Trial (ASCOT) will involve 18,000 patients recruited by family physicians in the United...

...Norway and Denmark. These countries were selected, in part, because of

the high incidence of cardiovascular disease, which accounts for approximately 4 in 10 deaths per year in northern Europe. ASCOT...

...Bjorn Dahlof, M.D., of the University of Gothenburg in Sweden. "ASCOT aims to improve heart disease management and reduce its devastating toll," said Dr. Dahlof.

"We are confident that the...

...will confirm to patients and health care providers the benefits of innovative medicines such as Norvasc (TM)," said Joseph Feczko, M.D., senior vice president, Pfizer Pharmaceuticals Group. Norvasc (amlodipine) is marketed in the U.K. as Istin .

Half the patients in ASCOT will be given the calcium channel blocker Norvasc as an initial therapy for blood pressure reduction, while the other patients will begin treatment with a beta blocker. If further medications are required, the Norvasc patients will receive an ACE inhibitor while the beta blocker patients will be given a...

...of the first major clinical trials to compare results between newer and older classes of antihypertensives .

ASCOT also will examine whether the combination of the lipid-lowering agent Lipitor (TM) (atorvastatin calcium) tablets with Norvasc reduces the rates of heart attacks and strokes. A secondary goal of the study is to compare health care costs...

...with older ones.

"The ASCOT trial is another example of Pfizer's unwavering commitment to cardiovascular research," said Dr. Feczko. "Norvasc is the lead agent in numerous completed or ongoing major clinical trials, including TOHMS, PRAISE, PRAISE 2, PREVENT and AASK. Norvasc 's steady blood pressure control, few side effects, and benefits for patient groups such as ...

...suffer disproportionately from high blood pressure have made it a clinical success and the choice antihypertensive for ongoing study."

He continued, "ASCOT also complements our support of the landmark, 40,000-patient hypertension trial called ALLHAT, sponsored by the National Institutes of Health. Worldwide, Pfizer is investing more than $200 million in ongoing Norvasc studies in hypertension and other cardiovascular conditions, including $55 million for ASCOT."

Parke-Davis a division of Warner-Lambert Company, is providing the cholesterol-lowering agent Lipitor (atorvastatin), which it discovered and developed. Parke-Davis and Pfizer are collaborating on clinical, marketing...

8/KWIC/11 (Item 5 from file: 16)

... are Aricept, for the treatment of Alzheimer's disease, discovered by Eisai Co., Ltd., and Lipitor , for the treatment of elevated blood cholesterol and triglycerides in patients with high cholesterol, discovered ...

...Steere said that the company expects to launch six major new products, including Aricept and Lipitor , and numerous new indications and dosage forms for existing products during the next three years...

...the effect of foreign exchange, international pharmaceutical sales increased by 15 percent.

Sales of our cardiovascular medicines grew strongly, led by Norvasc , with growth of 29 percent. It is now the largest-selling calcium channel blocker and the second-largest-selling cardiovascular medicine in the world. Norvasc is used in the treatment of angina and hypertension . Sales of Cardura continued to benefit (26-percent growth) from its dual use

for the treatment of hypertension and benign prostatic hyperplasia -- enlarged prostate. Sales of Procardia XL, for the treatment of hypertension and angina , fell by 22 percent as a result of the product's maturity and our strategy to encourage prescription growth of Norvasc , a newer product.

Sales of Zithromax increased by 65 percent, driven by new indications and...to promote Aricept and with the

Parke-Davis division of Warner-Lambert Company to promote Lipitor .

Alliance revenue reflects amounts earned by the Company, net of certain

obligations incurred under the...

...9

PHARMACEUTICALS

2,259 1,983 14 1,298 1,114 17 961 869 11

- CARDIOVASCULAR

DISEASES 922 852 8 530 531 0 392 321 23

NORVASC

498 388 29 219 174 26 279 214 31

PROCARDIA

XL 239 305 (22) 239...

...produce double-digit sales growth, which in large part excludes the sales of Aricept and Lipitor . Sales of these two new products were primarily recorded by Pfizer's marketing partners and not by Pfizer. Aricept is being promoted with Eisai Co., Ltd., and Lipitor is being promoted with the Parke-Davis division of Warner-Lambert Company. This is Pfizer's twelfth consecutive quarter of double-digit sales growth. One Pfizer product (Norvasc) had first quarter sales of nearly $500 million, a second (Zoloft) had sales of nearly...the year. Sales of seven pharmaceuticals launched in the United States in the 1990's -- Norvasc , Zoloft, Zithromax, Cardura, Diflucan, Glucotrol XL, and Zyrtec -- together increased 29% in the quarter on...

...for male erectile dysfunction; Xelide (dofetilide), a selective potassium channel blocker for a variety of heart arrhythmias; eletriptan, a new treatment for migraine; the cancer medicines droloxifene and TLC-D99; zopolrestat...

...trials are also proceeding for new indications or dosage forms of the currently marketed products Norvasc , Zyrtec, Zoloft, Cardura, and Zithromax. Pfizer is also investing substantially in its discovery and early...and Latin America.

Q6) What is the reason for the continued strong sales growth of Norvasc ?

A6) Sales of Norvasc , our intrinsically once-a-day treatment for hypertension and angina , grew 29% in the quarter to $498 million. Norvasc , which has been launched in 76 countries, is now the largest-selling calcium channel blocker and the second-largest-selling cardiovascular medicine in the world. The most recent audit data show it was the second-largest-selling cardiovascular medicine in the United States during the quarter, behind only Procardia XL.

In its October...

...published the results of the PRAISE study, a 33-month, 1,153-patient evaluation of Norvasc 's use in congestive heart failure (CHF) patients. The PRAISE study found that Norvasc , in contrast to all other drugs in its class, is safe for use in the most severely ill patients, those with New York Heart Association class III and class IV CHF. As a result of

these findings, the FDA has expanded the approved use of Norvasc in treating angina or hypertension in patients who also have CHF. The PRAISE study also found that in patients whose CHF was attributable to causes other than ischemia (impaired blood flow to the heart), the use of Norvasc significantly reduced the rate of death and illness. A new study involving non-ischemic CHF...
...Procardia XL performed?
A7) Reflecting the product's maturity and Pfizer's increasing emphasis on Norvasc , quarterly sales of Procardia XL declined by 22%. Nonetheless, Procardia XL remains the largest-selling cardiovascular drug in the United States.
Q8) What factors contributed to Cardura's growth in the...

...grow as alpha blockers are increasingly recognized as effective first-line therapy for treatment of hypertension as well as for benign prostatic hyperplasia (BPH). Cardura has been launched for hypertension in 29 countries and for BPH in 26 countries, including the United States, Germany, the...

...hypertensive patients with concomitant BPH or elevated blood lipid levels. Regulatory filings for use in hypertension of a new formulation of Cardura using the GITS delivery system developed by the Alza...markets worldwide, including France, Germany, and Japan.
Q14) How successful has the recent launch of Lipitor been?
A14) In the first quarter, Pfizer and the Parke-Davis division of Warner- Lambert Company, the company that discovered and developed Lipitor (atorvastatin calcium) as an adjunct to diet to lower elevated lipid levels in patients with high cholesterol, launched the product in the United States. Pfizer believes Lipitor to be an excellent therapy that in clinical studies has been demonstrated as having the...

...is expected to meet a
significant medical need and to complement Pfizer's other outstanding cardiovascular medicines. The Lipitor
launch was one of the most successful
new product launches ever in the pharmaceutical industryhave the following U.S. patent expirations: Norvasc (2007), Zoloft (2005), Zithromax 2005), Procardia XL (2003, for the GITS delivery system), Diflucan (2004...

8/KWIC/12 (Item 1 from file: 43)
DIALOG(R)File 43:(c) 2001 F-D-C reports Inc. All rts. reserv.

RESEARCH: Pfizer's Norvasc

Pfizer's Norvasc : Company will be the prime sponsor of a five-year, 18,000-patient hypertension study, the Anglo-Scandinavian Cardiac Outcomes Trial. ASCOT patients will receive either the calcium channel blocker amlodipine or a beta blocker. If further medications are required, amlodipine patients will be given an ACE inhibitor; beta blocker patients will receive a diuretic. The study will examine rates of heart attack and stroke; it will also compare health care costs for patients treated with newer...

... treated with older agents. The study will also examine the effects of the combination of amlodipine and Warner Lambert's Lipitor (atorvastatin) on rates of heart attack and stroke.
...

8/KWIC/13 (Item 2 from file: 43)
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... Merck is preparing for two new competitors in the HMG market:

Warner-Lambert/Pfizer's Lipitor (atorvastatin), approved Dec. 17, and Bayer's cerivastatin, which Merck also "anticipates out on the...

... Anstice pointed out that the new HMG products will not carry any mortality benefit indications. Lipitor will have labeling indicated a superior effect to Zocor on triglyceride levels, however. Anstice remarked ...

...on drug therapy.

Merck presented data on head-to-head competition with Pfizer in the hypertension category. The number one product that is being replaced by Merck's angiotensin II inhibitor Cozaar is Pfizer's calcium channel blocker Norvasc , according to IMS data, the company said. "This is consistent with clinical support we have...

... the company plans to file NDAs for Singulair for asthma, Maxalt for migraine, Aggrastat for cardiovascular disorders and Cosopt for glaucoma.

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